

Message Text

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44

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E.O. 11652: NA

TAGS: OEXC, BFOL, EEWT, BU (STOITCHKOV, NIKIFOR)

SUBJECT: INTERNATIONAL VISITOR

STATE FOR CU, EUR/EE; COMMERCE FOR BEWT

REF: (A) SOFIA 2137 AND 35; (B) SOFIA 40 AND 44 (C) STATE
41201, SOFIA 362

1. ACCOMPANIED BY P&C OFFICER, I CALLED ON DEPUTY MINISTER OF TRANSPORTATION STOITCHKOV MARCH 1 TO GET HIS IMPRESSIONS AFTER RECENT IVP VISIT (REFTELS A) AND TO CLEAR UP ANY POSSIBLE MIS-UNDERSTANDINGS. HE SAID HE REGARDED VISIT BY HIMSELF AND MINISTRY AIDE VRADZHALIEV (REFTELS B) AS ENTIRELY USEFUL, WELL-PROGRAMMED, AND BALANCED AS BETWEEN PROFESSIONAL VISITS, EXPOSURE TO US SCENE, AND PRIVATE HOSPITALITY. HE APOLOGIZED FOR ABBREVIATION OF HIS STAY TO 19 DAYS, BUT STRESSED THAT HE THOUGHT VISIT WOULD ALSO HAVE FAVORABLE EFFECTS IN US-BULGARIAN TRADE.

2. SPECIFICALLY, HE WAS SORRY ABOUT "MISUNDERSTANDING" RE VISIT OF SSI CONTAINER CORPORATION REPRESENTATIVE (REFTELS C), WHICH SEEMS TO HAVE RESULTED FROM FOUL-UP IN HIS MINISTRY. HE SAID LETTER GOING OUT TO SET UP NEW MEETING, AND ADDED: "THERE WILL BE NOT ONLY A MEETING BUT ALSO A TRANSACTION." COMMERCE MAY WISH TO INFORM SSI CONTAINER CORP OF THIS COMMENT.

3. STOITCHKOV ALSO BELIEVES BASIS EXISTS FOR BUSINESS WITH AMERICAN FIRMS ACTIVE IN MANAGEMENT OF TRANSPORTATION OPERATIONS,
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BY WHICH HE APPARENTLY MEANS COMPUTER CONTROLS. VRADZHALIEV

AND HE MENTIONED IBM, CONTROL DATA, AND HONEYWELL AS FIRMS MOST ACTIVE IN THIS FIELD WITH WHOM HIS MINISTRY WILL WISH TO TALK. WE OF COURSE OFFERED TO BE OF ASSISTANCE. COMMERCE MAY WISH TO TELL THESE FIRMS ABOUT BULGARIAN INTERESTS.

4. COMMENT: STOITCHKOV IS CIRCUMSPECT INDIVIDUAL WHOM WE WOULD NOT EXPECT TO EXPRESS EITHER RAPTURE OR MISERY. WE THUS ARE PLEASED WITH HIS STATEMENT OF GENERAL SATISFACTION WITH U.S. PROGRAM AND GIVE PARTICULAR IMPORTANCE TO HIS COMMENTS ON TRADE POSSIBILITIES. CONSIDERING FIRMS LISTED PARA 3 ABOVE ALL RELATE TO VRADZHALIEV'S FIELD, WE ARE PARTICULARLY GRATEFUL DEPT DID NOT OBJECT TO STOITCHKOV'S WISH THAT VRADZHALIEV ACCOMPANY HIM.
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